



บริษัทประกันสินเชื่ออุตสาหกรรมขนาดย่อม (บสย.)  
Thai Credit Guarantee Corporation (TCG)

เพื่อ SMEs เรายินดีคำ



# Annual Report 2017

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## Significant Financial Information >>>



Unit: Million Baht

Item	2015	2016	2017
<b>Financial Position</b>			
Total Assets	17,176.40	19,430.26	20,647.43
Total Liabilities	9,347.25	11,532.65	12,120.80
Capital	6,702.47	6,702.47	6,702.47
Shareholders' Equity	7,829.15	7,897.61	8,526.63
<b>Overall Operating</b>			
Guarantee Obligation	308,936.44	331,017.20	353,868.01
Revenue from Fee	4,803.25	5,390.91	5,393.38
Total Revenues	7,085.42	7,669.33	6,955.67
Profit from Operating	340.96	255.38	678.11
<b>Significant Financial Ratio (Percent)</b>			
Net Profit to Total Revenues	4.81	3.33	9.75
Return on Average Net Assets	1.99	1.40	3.38
Return on Average Equity	5.09	3.81	10.12
Operating Expenses to Revenues from Operation	7.78	7.31	8.03
<b>Asset Quality</b>			
Proportion of NPGs to Outstanding Obligation (Percent)	7.72	10.38	13.42
Bad Debts	121.67	37.60	101.79
Doubtful Accounts	6,256.74	6,987.84	5,723.05
<b>Other Relevant Significant Information</b>			
Compensation Budget Received from Government in Calendar Year	1,154.40	6,363.79	1,760.22
Annual Money Delivered to Ministry of Finance	209.12	133.38	126.01
Employee	304	304	311
Branch	11	11	11

## Corporate Profile >>>

Thai Credit Guarantee Corporation (TCG), a state-owned specialized financial institution governed by the Ministry of Finance, was established under the “Small Industry Credit Guarantee Corporation Act B.E. 2534 (1991)”. On February 21, 1992, all assets, debts and responsibilities of The Small Industry Credit Guarantee Fund were transferred to TCG. The corporation’s major events are according to the following timeline:

**30 December 1991**

TCG was established under the “Small Industry Credit Guarantee Corporation Act B.E. 2534 (1991)”.



**21 February 1992**

TCG took over all businesses and operations of The Small Industry Credit Guarantee Fund with an initial registered capital of Baht 400 million.



**3 July 2000**

The government by the Ministry of Finance increased capital of Baht 4,000 million for TCG, resulting in a total registered capital of Baht 4,400 million for TCG.



**25 September 2009**

TCG was approved by the resolution of its Extraordinary General Meeting of Shareholders no. 1/2009 to have another capital increase by Baht 2,137.47 million, of which Baht 2,000 million was intended to be acquired by the Ministry of Finance.



**4 January 2008**

TCG called for partial share payment of Baht 302.47 million from the shareholders who expressed their intention to acquire new shares, making up a total registered capital of Baht 4,702.47 million.



**19 December 2005**

TCG was approved by a special resolution of its Extraordinary General Meeting of Shareholders to increase its registered capital by another Baht 2,000 million.



**14 October 2009**

TCG registered the capital increase with the Ministry of Commerce pursuant to such special resolution of the shareholders’ meeting, allowing TCG to have total registered capital in the overall equaling to Baht 6,839.95 million, of which Baht 6,702.47 million is paid-up capital.



**1 September 2017**

The Small Industry Credit Guarantee Corporation Act (Issue No. 2) B.E. 2560 (2017) is promulgated. It is the amendment of Small Industry Credit Guarantee Corporation Act B.E. 2534 (1991) to extend operating scope of TCG to enable to guarantee the credit facility granting of the non-bank service providers that provide services for small industry businesses, and to extend scope of guarantee covering other types of credits which are not general senses.



## Intent of Establishment, Vision and Mission >>>

### Intent of Establishment >>>



Thai Credit Guarantee Corporation (TCG) was established under the “Small Industry Credit Guarantee Corporation Act B.E. 2534 (1991)”. All undertakings and operations of The Small Industry Credit Guarantee Fund were transferred to TCG to perform the duty in assisting Small and Medium Enterprises (SMEs) through credit guarantee service to SMEs which are potential but possess insufficient collaterals in requesting for loan from financial institutions.

Later, The Small Industry Credit Guarantee Corporation Act (Issue No. 2) B.E. 2560 (2017) is promulgated and it is effective from 1 September 2017 onwards to extend the operating scope of TCG to enable to assist SMEs entrepreneurs and micro SMEs to enable to increasingly access the source of capital and various types of credits whereas. TCG can guarantee credit granting of the non-bank service providers that provide credit services to the businesses of micro industries, and to extend the scope of guarantee covering other types of credits which are not general senses.

### Objectives of Establishment >>>

1. To assist small and medium enterprises in obtaining a greater amount of credit from financial institutions.
2. To strengthen the confidence of financial institutions in granting credits to small and medium enterprises.
3. To accelerate the credit extension to small and medium enterprises nationwide.
4. To assist in the achievement of the small and medium enterprise development target under the National Economic and Social Development Plan.

Under the above mentioned objectives, TCG is the organization that mainly focuses on its operation for public interests with its credit guarantee service to SMEs as the important promoting mechanism for development of SMEs to be strong and further create social and economic growth of the country.

However, TCG also adopts the Financial Institute policies of the regulatory authority as a guideline for operation, by aiming to create opportunities for access to finance and financial literacy, reduce social inequality, including sustainable management and good governance with efficiency and innovation.

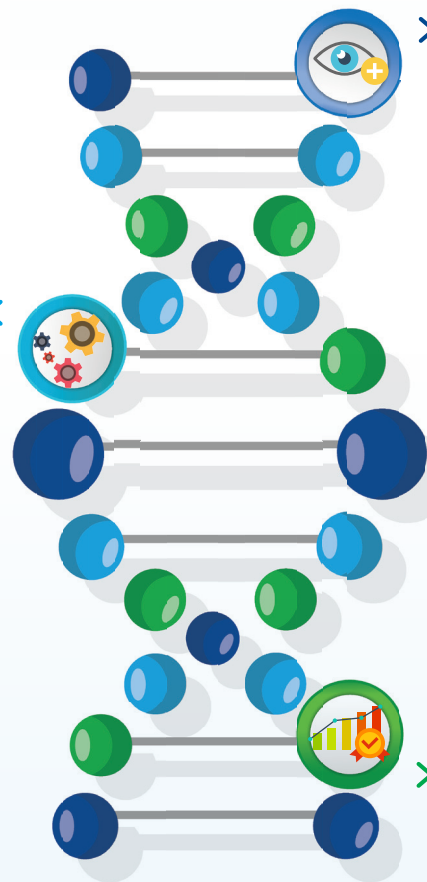


## Vision, Mission and Corporate Values >>>

### Mission <<<

In driving organization to have clear direction in moving towards the setting vision, TCG has considered reviewing and determining mission as follows.

1. Assist SMEs in all sectors access to finance and increase its competitiveness.
2. Help provide business skills to SMEs to strengthen its business.
3. Enhance good governance and organization capabilities.



### >>> Vision

Corporate vision is the belief of the management that the stakeholders and the organization expect the future occurrence in consistency with the intention or reflection of the organizational results. The review result of TCG's vision remains adhering to appropriateness as practical guideline that "TCG is the national credit guarantee institution with a crucial role in developing and promoting the SMEs in accessing financial sources."

### >>> Corporate Value

Corporate value acts as guideline for mutual building of corporate culture. The values adhered by TCG are "Talent (T), Co-operation (C), Good Governance (G)"



## Operating Guideline >>>

With will in TCG's vision and ability to truly attain objectives and intent of establishment and requirement that the SMEs entrepreneurs can increasingly access source of capital, TCG therefore formulates the corporate operating guideline in long term for 10 years period from 2014. The revised 10-year business plan of TCG is the work plan in the period of 2016-2025 under the following summary based on timeframe.



**1. Short-Term :** In the period of 2018, it is the development of credit guarantee both expansion of guarantee base via financial institutions and the non-bank service providers, and the development of corporate potential and significant basic factor for the operation such as application of Risk-Based Pricing Model in product design, use of aided tool for customer screening in customer analysis, development of work process applying the innovation of financial information technology, and development of Direct Guarantee Approach Guarantee which is the development of service channels so that SMEs can directly contact TCG and enable to submit the primary consideration result of credit guarantee for request of credit with financial institution.

**2. Medium Term :** In the period of 2019 – 2022, it is an upgrade of the operating efficiency in execution of financial technology plans via the application of studying result of Business Process Redesign (BPR) Project, and develops to additionally extend Direct Guarantee Approach Credit Guarantee.

**3. Long-Term :** In the period of 2023 – 2025, it is the development of product model to be consistent with customer needs in each customer segment and each sector under different criteria of credit guarantee, and the service development into financial technology system in consistency with financial technology of the relevant agencies and world of technology.



## Message from Director and President >>>

The year of 2017 is the year that TCG's working has aimed at quantitative and qualitative target. The well known main mission of TCG is to assist the SMEs entrepreneurs to access financial sources. TCG applies 20-Year National Development Strategy Factor in assisting the SMEs entrepreneurs for working to fulfill the economic policies for creation of secure, wealthy and sustainable growth for the country.

In part of quantitative targeting of TCG, the enhancement of the potentials of SMEs entrepreneurs including Micro SMEs has been fulfilled. This group is the group that considerably lacks of the opportunity of access to financial sources. TCG has created collaboration with alliances whether being specialized financial institutions and private commercial banks in expansion of guarantee and granting loans down to the group of Micro SMEs which are regarded as grassroots of the economic system. However, it is the grassroots group that plays the role toward economic driving in investment, employment and consumption due to higher proportion.

TCG can enlarge the assistance to new start-up entrepreneurs as well as Micro SMEs to enter for business doing using capital from formal financial institutions whereas TCG is the guarantor for 90,930 cases, higher than last year for 117%. Total accumulated approved guarantee was Baht 668,420 million and guarantee obligation balance was Baht 353,868 million at higher rate of 7% when compared with last 2016.

In part of debt collection work, at the end of 2017, TCG collected debts of Baht 308 million, increasing from 2016 that collected debts of Baht 172 million up to 79%. In part of management quality development, in 2017, studying work has been added to prepare customer screening and customer risk management system. The program which will be further executed is the application of the concept of risk level-based fee pricing.

Moreover, according to TCG's adaptation to support Thailand 4.0 eras, the year of 2017 therefore has been the year of TCG's simultaneous development and advancement both in quantitative and

qualitative term. Nevertheless, on behalf of the Director and President, the task of progress toward being the national credit guarantee institution by TCG has still required improvement for increasing continuous efficiency.

I would like to deliver my gratitude to the Ministry of Finance, original affiliated agencies, and government policy makers for support on TCG's working, TCG Board of Directors for useful advices on management, and all colleagues and employees as well as employees of TCG who are considerate and united in carrying TCG toward entrusted mission-based target as significant part of strengthening SMEs sector and national economy.

Thank you.



(Mr. Nitid Manoonporn)  
Director and President





## Management Team >>>



**Mr. Nitid Manoonporn**

President

Age 56

### Educational Background >>>

- Master of Business Administration in Finance and Banking, Chulalongkorn University
- Bachelor of Accounting in Accounting Theory, Chulalongkorn University

**Years of service at TCG >>>** 2 years

### Work Experiences >>>

- 1 Jan 2016 – present  
President, Thai Credit Guarantee Corporation (TCG) and Acting Vice President of Public Relations Department, TCG, from 1 October 2017
- 2013 – 2015  
Deputy Managing Director, Dhipaya Insurance Company Limited
- 2009 - 2013  
Director of Office of Government Pawnshop
- 2008 - 2009  
Manager of General Insurance Fund
- 2004 - 2008  
Assistant Manager of The Agricultural Futures Exchange of Thailand



**Mr. Wichet Warakul**

Senior Executive Vice President  
(Business Group)

Age 53

### Educational Background >>>

- Master's Degree in MBA (Finance), University of Akron, Ohio, USA
- Bachelor's Degree in Industrial Engineering, Prince of Songkhla University

**Years of service at TCG >>>** 6 years and 6 months

### Work Experiences >>>

- 13 June 2011 – present  
Senior Executive Vice President (Business Group), Thai Credit Guarantee Corporation (TCG)
- 2010 - 2011  
Executive Director, Siam Bansu Leasing (2002) Co., Ltd.
- 1994 - 2009  
Deputy Managing Director, The Siam Industrial Credit Public Company Limited
- 1992 - 1994  
Manager, Morgan Grenfell (Thailand) Co., Ltd.
- 1991 - 1992  
Assistant Manager, Finance One Public Company Limited



**Mrs. Niparat Pisitpitayasaree**

Senior Executive Vice President  
(Administration Group)

Age 59

### Educational Background >>>

- Master's Degree in Business Administration, University of Thai Chamber of Commerce
- Bachelor's Degree in Accounting, Krirk University

**Years of service at TCG >>>** 25 years and 10 months

### Work Experiences >>>

- 1 Dec 2012 – present  
Senior Executive Vice President, Administration Group, Thai Credit Guarantee Corporation (TCG), and Acting Vice President, Business Process and Efficiency Development Department since 1-31 March 2016, and Acting Vice President, Accounting and Finance Department since 1 December 2012 – 18 April 2013
- 23 Jan 1998 - 30 Nov 2012  
Vice President of Accounting and Finance Department, and Acting Vice President of Planning and Corporate Strategy Department, Thai Credit Guarantee Corporation (TCG) since 31 October 2008 – 21 April 2010 and Acting Vice President of Human Resource and Corporate Department since 13 Jan 2010 – 31 May 2010



**Mr. Chaturit Chantarakarn**

Senior Executive Vice President  
(Supporting Group)

Age 49

### Educational Background >>>

- Master's Degree in MBA (Strategic Management), Cleveland State University, Ohio, USA
- Bachelor's Degree in Business Administration, Faculty of Commerce and Accountancy, Chulalongkorn University

**Years of service at TCG >>>** 3 years and 6 months

### Work Experiences >>>

- 2 Jul 2014 – present  
Senior Executive Vice President (Supporting Group), Thai Credit Guarantee Corporation (TCG) and Acting Vice President of Investment Department since 1 April 2016 - 15 June 2016
- May 2008 - Jun 2014  
Vice President, Unsecured Lending Products & Payments, Thanachart Bank Public Company Limited
- Feb 2006 - Apr 2008  
Deputy Vice President, Marketing and Credit Card Product Development Department, Kasikornbank Public Company Limited
- Mar 1999 - Oct 2005  
Top Executive, Easy Buy Public Company Limited
- Oct 1993 - Aug 1996  
Business Development, BPC Group Company Limited



## Management Team >>>



**Miss Thanaporn Prakaikiet**  
Senior Specialist,  
Office of the Directors and President  
(Retired on 1 October 2017)  
>>>



**Mr. Somkiat  
Roongruanglada**  
Vice President, Information  
Technology Department  
<<<



**Mr. Chanchai  
Lertmahandpueti**  
Senior Specialist, Office of the  
Directors and President  
(16 October 2017)  
<<<



**Mrs. Israporn Arunprasert**  
Vice President, Human Resources  
Department  
>>>



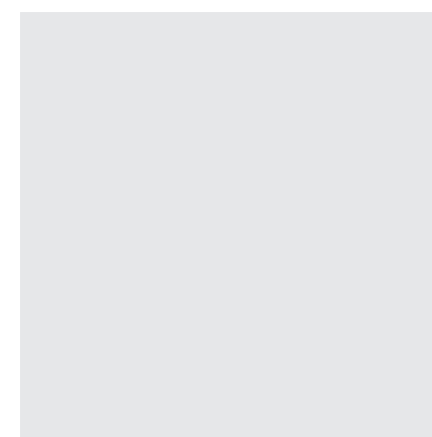
**Mr. Anusorn Emkamol**  
Senior Vice President,  
Office Administration  
Department



**Mr. Pittaya Pariwattanasak**  
Vice President,  
Credit Guarantee  
Analysis Department  
<<<



**Mrs. Pongtip Thesaphu**  
Vice President,  
Public Relations Department  
(Retired 1 October 2017)  
<<<



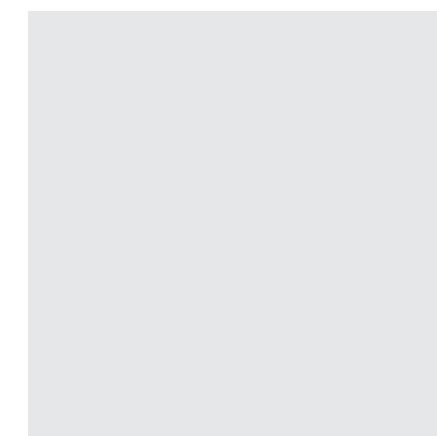
**Mr. Siripong Pansanit**  
Vice President,  
Debt Management Department  
>>>



**Miss Yanee Ruamragsa**  
Senior Vice President,  
Credit Guarantee  
Operations Department



**Mr. Wiroj Sittijaroenrung**  
Vice President,  
Internal Audit Department  
<<<

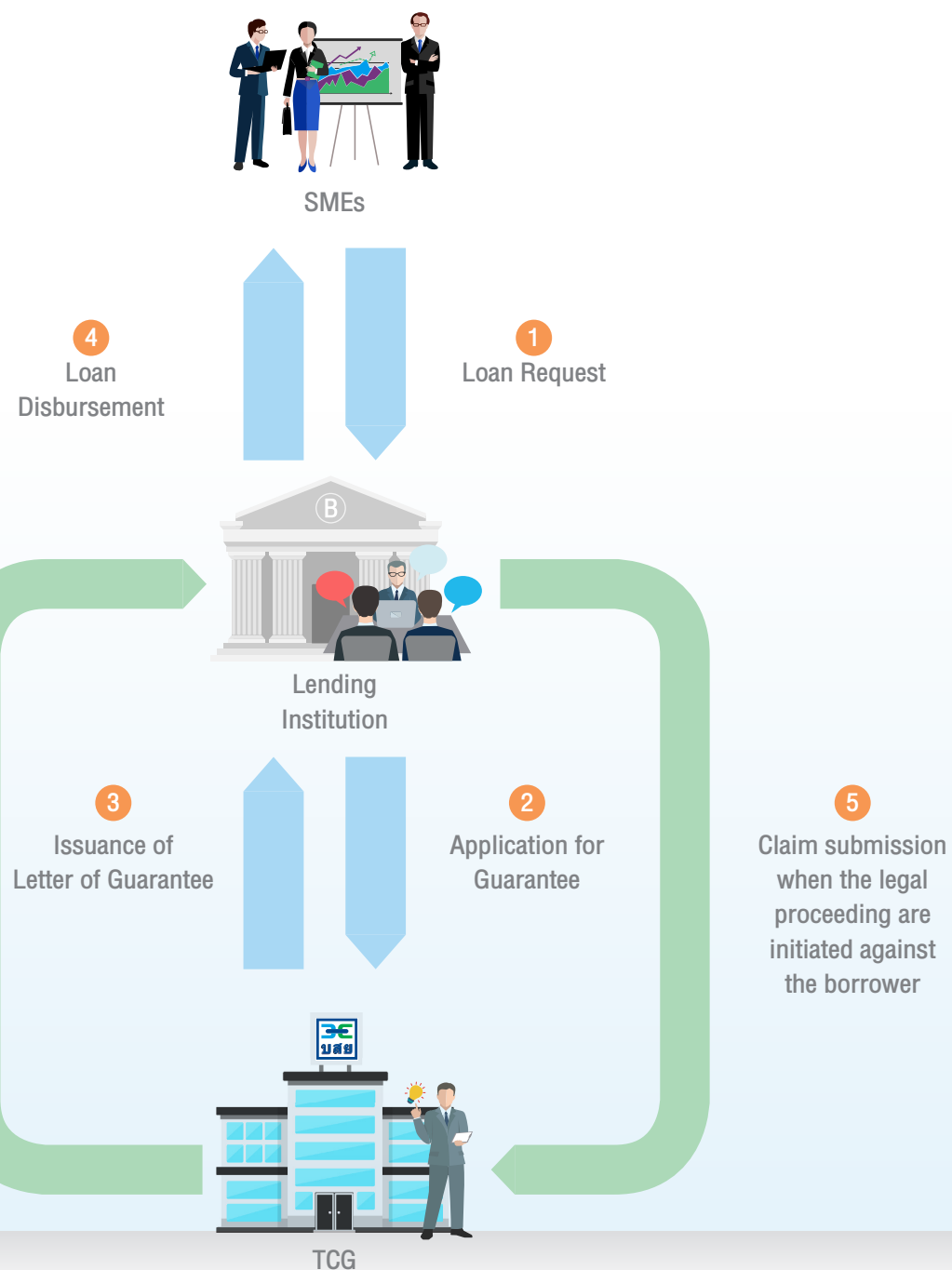




## Nature of Operation >>>

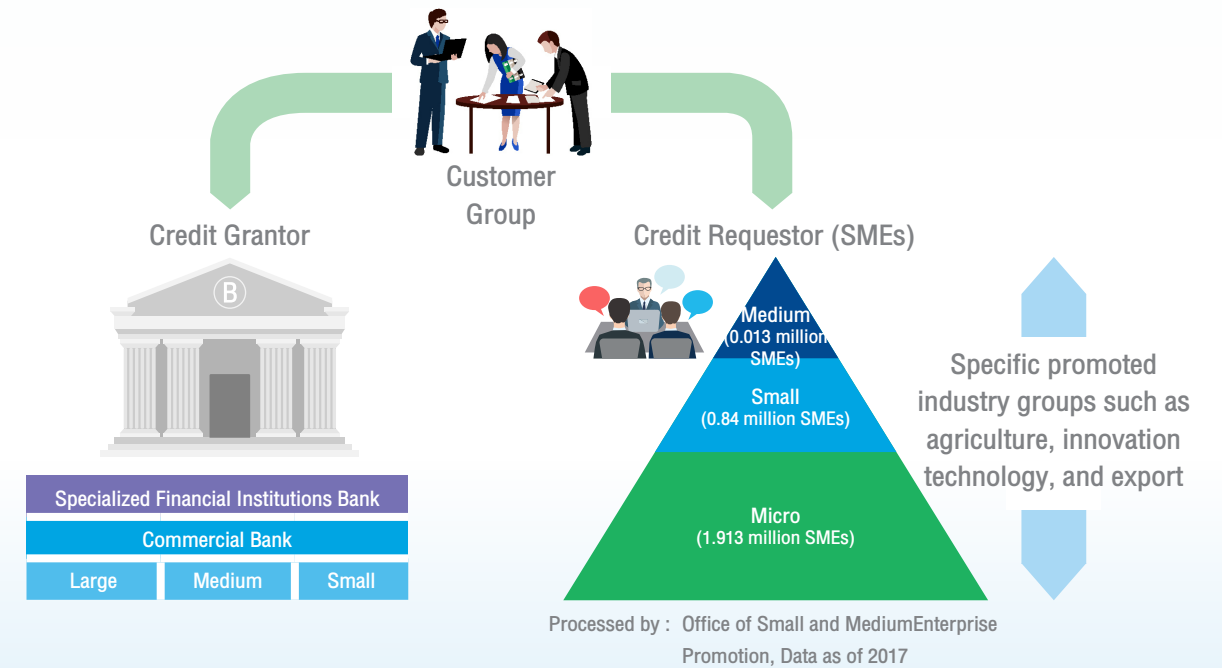
Thai Credit Guarantee Corporation (TCG) provides guarantee services to small and medium enterprises (SMEs) entrepreneurs that have potentials of business operation but lack of collateral security for request of loan from financial institutions which are the major financial sources of SMEs in order to enable to access sufficient credits for their requirements, reinforce operating potential, expand their businesses, and create the opportunities to new increasing entrepreneurs as the with the hope to raise their capabilities in business. This is another essential financial tool the government sector used in developing and strengthening the overall society and entrepreneurs of the country.

## TCG Credit Guarantee Chart in 2017 >>>



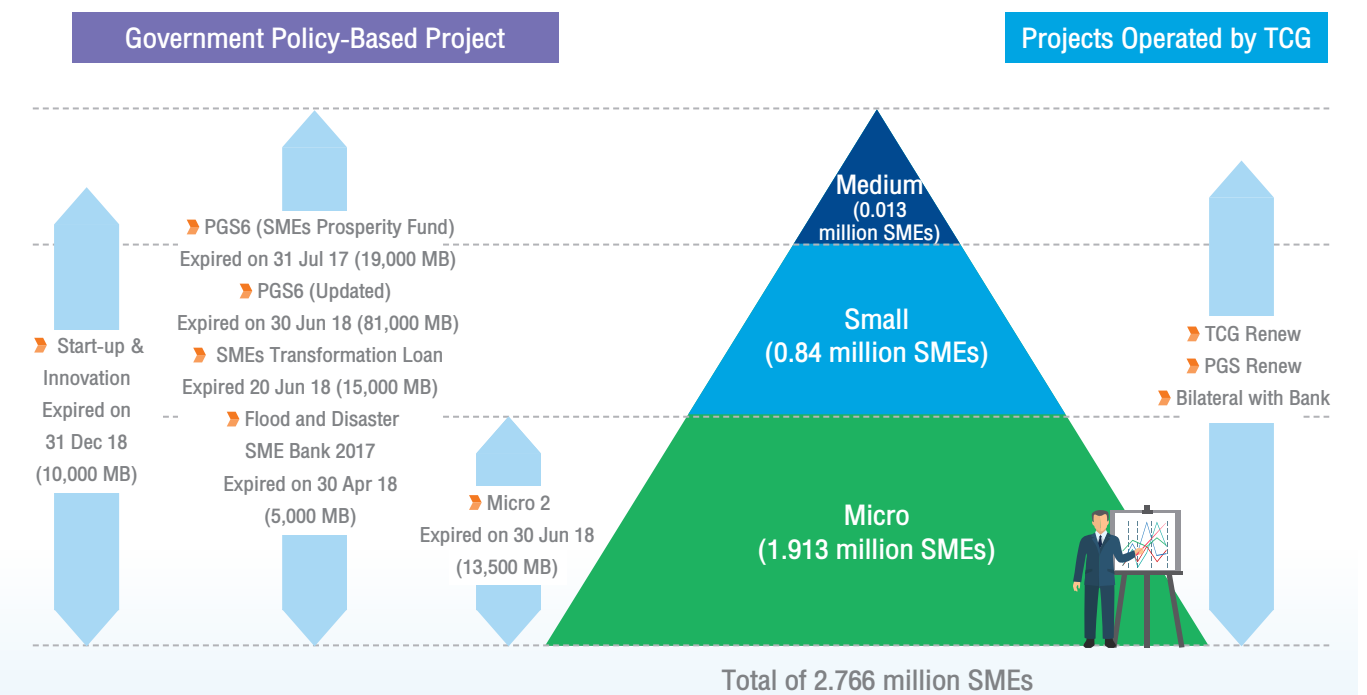
## TCG's Customer Group in 2017 >>>

TCG's customer group is classified based on the group of credit grantor and the group of credit requestor (SMEs) as follows.



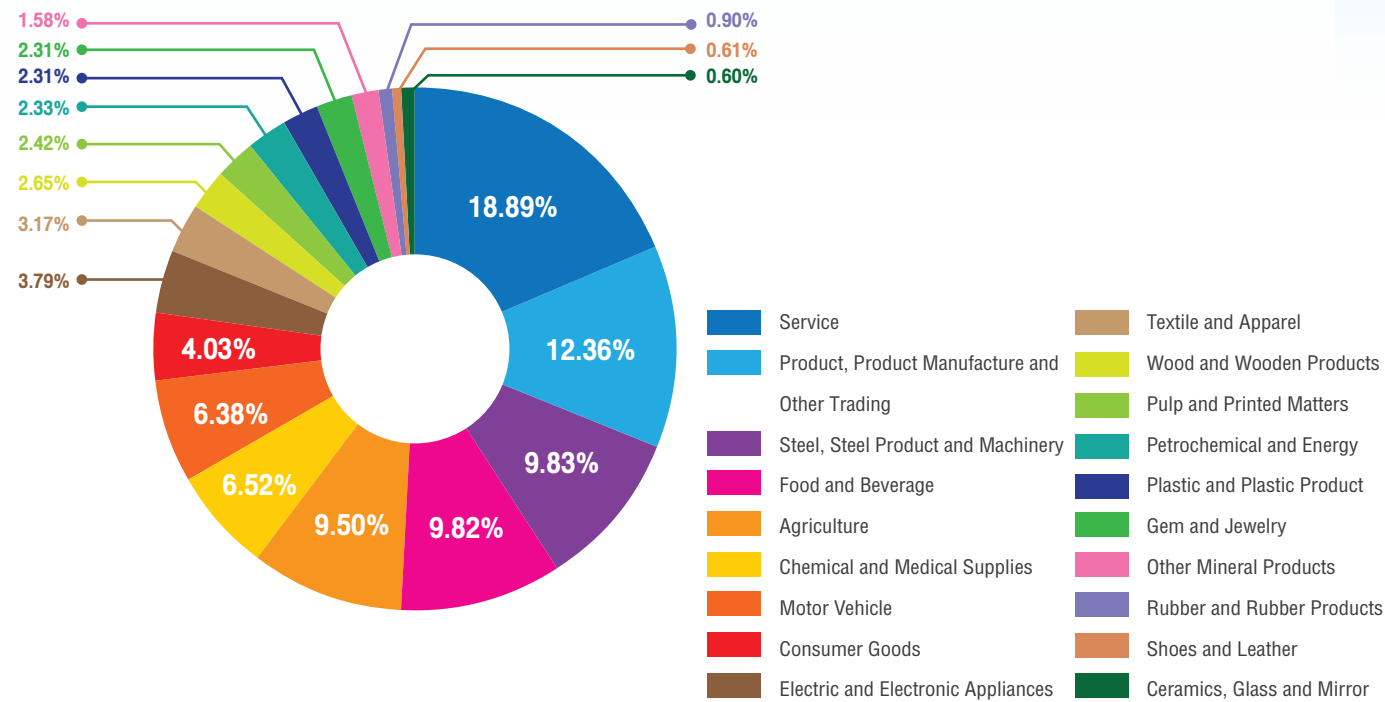
## Credit Guarantee Product in 2017 >>>

Type of TCG projects is classified based on type of projects and size of SMEs as follows.

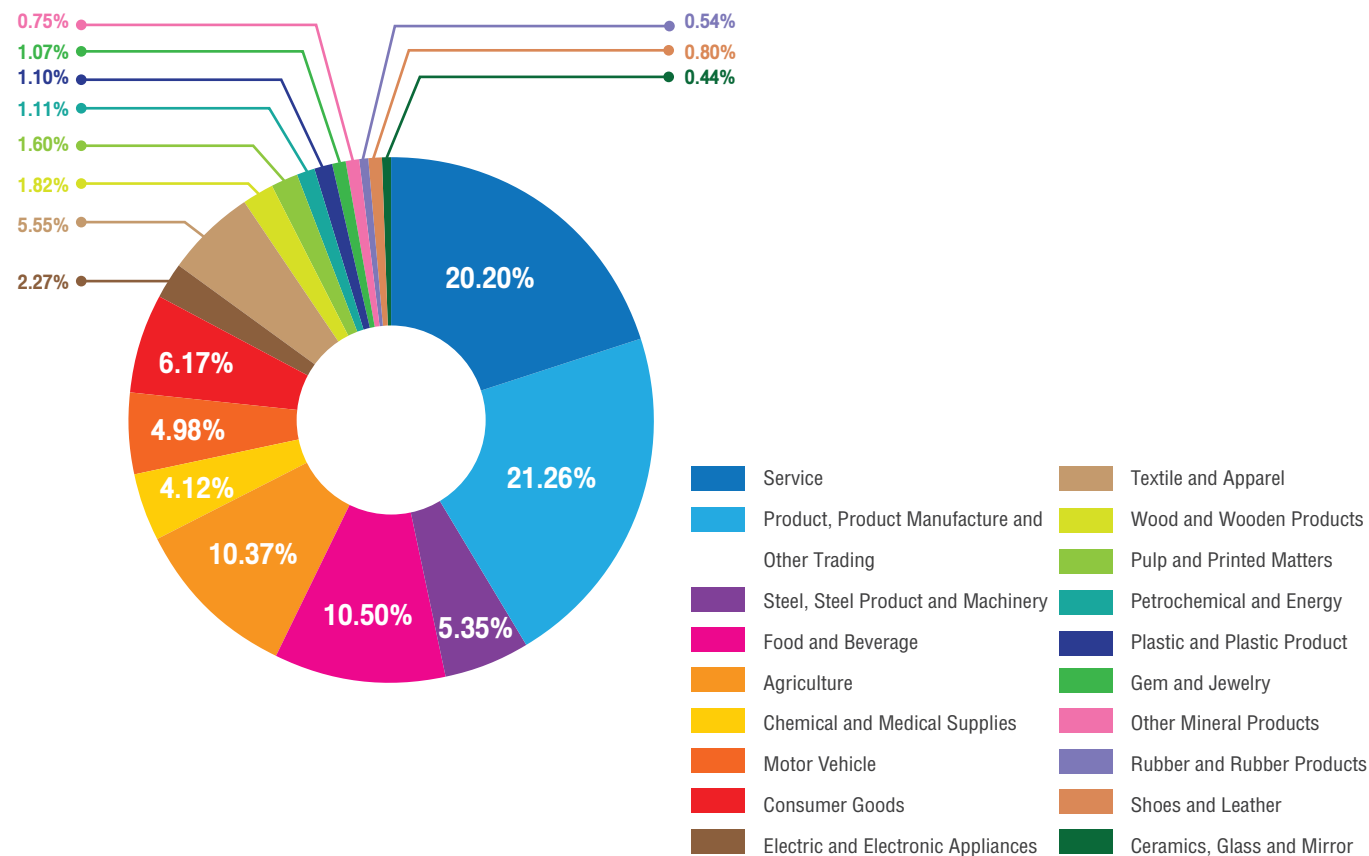


## Accumulated credit guarantee approval result under business cluster classification

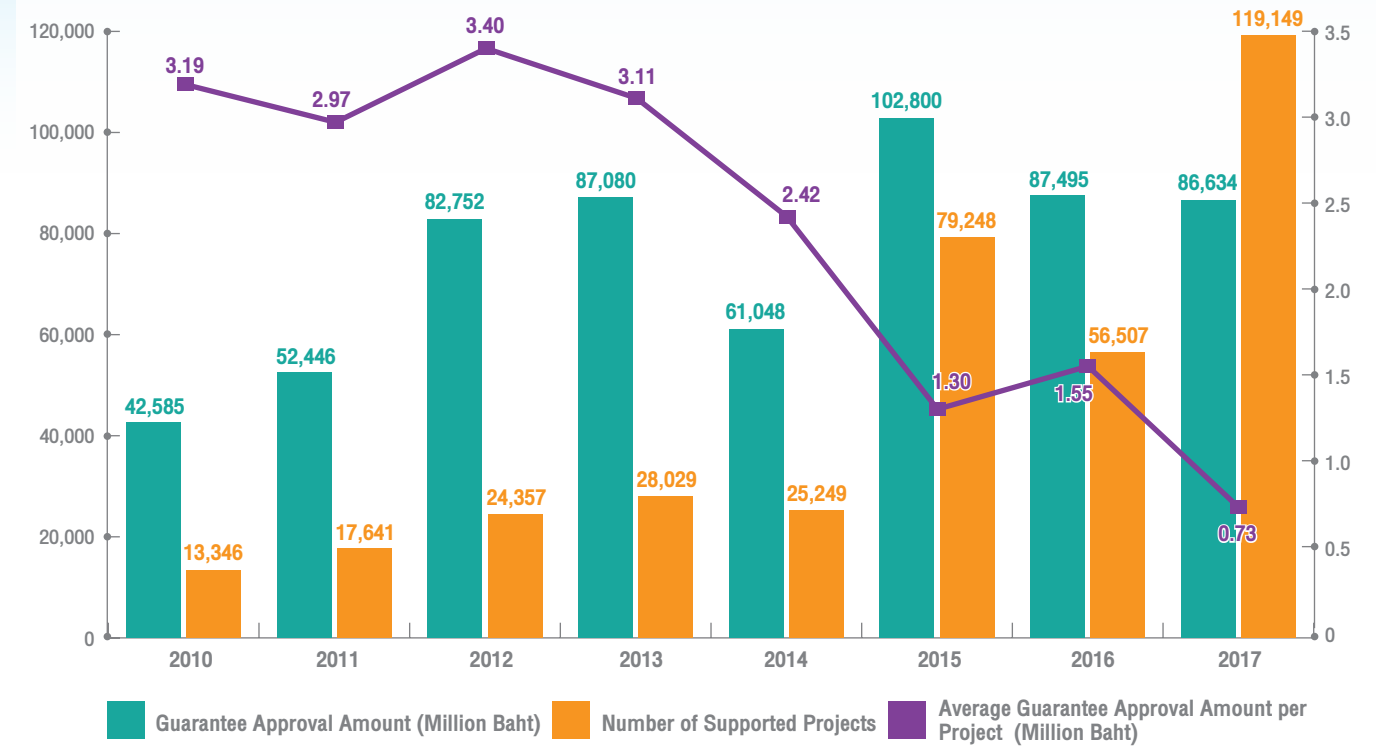
Proportion based on guarantee approval amount



Proportion based on number of the projects

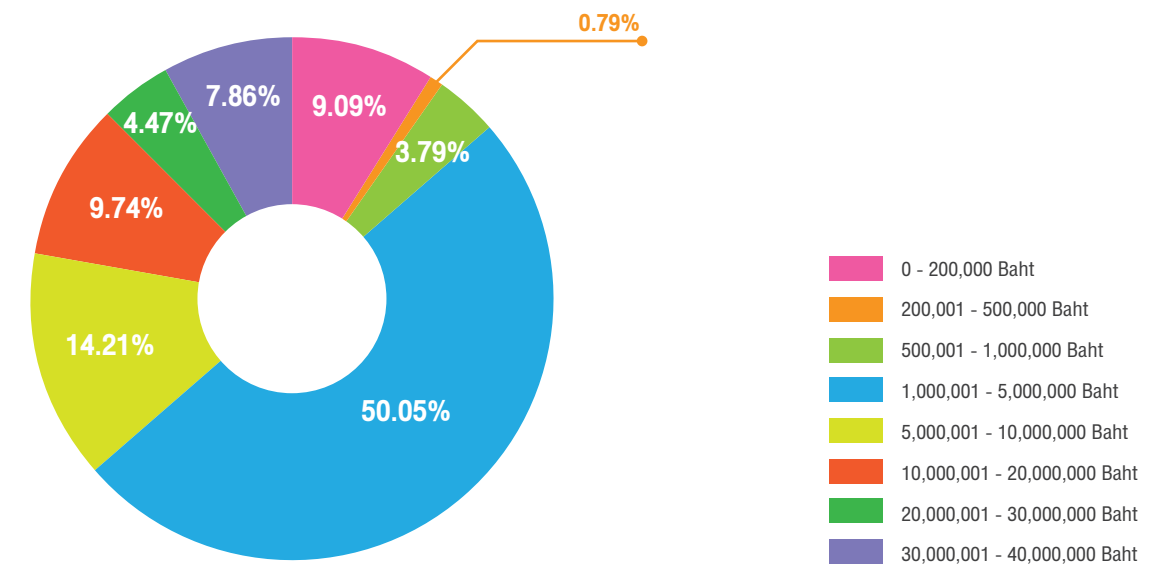


## Yearly Credit Guarantee Approval



## Credit guarantee approval result for 2017 under guarantee approval financial limit classification

Proportion based on Guarantee Approval Amount



## Branch Offices >>>



### 1. Bangkok Branch Office

Charn Issara Tower 2 (17<sup>th</sup> Floor), 2922/243 New Petchburi Road, Bangkapi, Huaykwang, Bangkok 10310

**Tel :** 0-2890-9988 (Automatic) Ext. 9868-74, 9879-80 **Mobile :** 08-1733-3772, 08-1889-2235

**Fax :** 0-2890-9770, 0-2890-9800 **E-mail :** bangkok@tcg.or.th

### 2. Phra Nakhon Si Ayutthaya Branch Office

58/8 Moo 1, Rodjana Road, Thanu, Uthai, Phra Nakhon Si Ayutthaya 13000

**Tel :** 0-3595-7772 **Mobile :** 09-3139-4445, 09-3139-4447

**Fax :** 0-3595-7773 **E-mail :** central@tcg.or.th

### 3. Chiang Mai Branch Office

265/6 Changpuak Road, Changpuak, Muang, Chiang Mai 50300

**Tel :** 0-5200-4330 **Mobile :** 09-3131-7474, 08-1885-3534

**Fax :** 0-5200-4331 **E-mail :** Chiangmai@tcg.or.th

### 4. Phitsanulok Branch Office

Thaisivarat Building (3<sup>rd</sup> Floor) 59/15 Baromtriloknart 2 Road, Naimuang, Muang, Phitsanulok 65000

**Tel :** 0-5524-4353 **Mobile P :** 08-0507-7035, 08-1257-2217

**Fax :** 0-5524-4354 **E-mail :** phitsanulok@tcg.or.th

### 5. Udon Thani Branch Office

420/5 Moo 7, Thahan Road, Mak-Khaeng, Muang, Udon Thani 41000

**Tel :** 0-4234-1969-70 **Mobile :** 08-1379-4774, 06-2310-0570

**Fax :** 0-4234-1971 **E-mail :** udonthani@tcg.or.th

### 6. Nakhon Ratchasima Branch Office

901/6 Mittraphap Road, Naimuang, Muang, Nakhon Ratchasima 30000

**Tel :** 0-4426-2104 **Mobile :** 08-1876-3911, 09-3134-8885

**Fax :** 0-4426-2105 **E-mail :** korat@tcg.or.th

### 7. Chon Buri Branch Office

208/14 Moo 3, Prayasajja Road, Samed, Muang, Chon Buri 20000

**Tel :** 0-3811-1434 **Mobile :** 09-3139-4141, 06-2310-0567

**Fax :** 0-3811-1435 **E-mail :** chonburi@tcg.or.th

### 8. Surat Thani Branch Office

231/12 Moo 1, Chon Kasem Road, Makham Tia, Muang, Surat Thani 84000

**Tel :** 0-7721-9801-2 **Mobile :** 08-1379-0011, 08-9874-7574

**Fax :** 0-7721-9803 **E-mail :** suratthani@tcg.or.th

### 9. Songkhla Branch Office

13 Chotivithayakul 3 Road, Hat Yai, Hat Yai, Songkhla 90110

**Tel :** 0-7426-2551-2 **Mobile :** 08-1379-5995, 08-1766-1528

**Fax :** 0-7426-2553 **E-mail :** songkhla@tcg.or.th

### 10. Ubon Ratchathani Branch Office

610 Chayangkoon Road, Naimuang, Muang, Ubon Ratchathani 34000

**Tel :** 0-4521-0844 **Mobile :** 09-3139-5445, 08-1379-0002

**Fax :** 0-4521-0845 **E-mail :** ubon@tcg.or.th

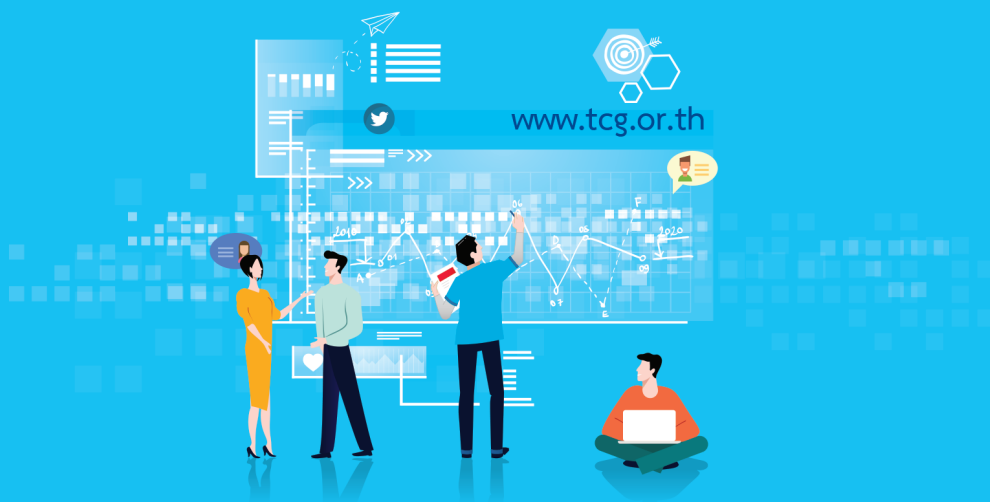
### 11. Prachuap Khiri Khan Branch Office

42/116 Soi Hua Hin 6, Petchkasem Road, Hua Hin, Hua Hin, Prachuap Khiri Khan 77110

**Tel :** 0-3254-7151 **Mobile :** 09-3139-5551, 09-3139-6363

**Fax :** 0-3254-7141 **E-mail :** prachuap@tcg.or.th





เพื่อ SMEs เรายินดีค่ะ

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